

# ENTREPRENEURSHIP, MINOR

## Program Overview

The Weatherhead School of Management offers a minor in entrepreneurship that will teach students "how" to be an entrepreneur through the process of ideation and creation. The minor is available to all undergraduate students at CWRU.

## Undergraduate Policies

For undergraduate policies and procedures, please review the Undergraduate Academics section of the General Bulletin.

## Program Requirements

Courses can be taken in any order or concurrently, except the Business Model Canvas course must be taken after the Customer Discovery course and the Product Building course. It is suggested that students take a Domain course first, but is not required.

Code	Title	Hours
<b>Domain Course: <sup>a</sup></b>		<b>3</b>
<i>Choose one of the following:</i>		
BAFI 335	Current Applications in Fintech	
BAFI 350	Financial Systems, Payments, and Digital Technology	
ECON 369	Economics of Technological Innovation and Entrepreneurship	
BTEC 493	Blockchains, Cryptocurrencies, and Cryptoventures	
<b>Customer Discovery Course: <sup>b</sup></b>		<b>3</b>
ECON 313	Experiential Entrepreneurship	
<b>Product Building Course: <sup>c</sup></b>		<b>3</b>
<i>Choose one of the following:</i>		
DESN 210	Introduction to Programming for Business Applications	
ECON 380	Computational Economics	
ECSE/CSDS 290	Introduction to Computer Game Design and Implementation	
ECSE 398	Senior Engineering Design Projects	
<b>Entrepreneurial Finance Course: <sup>d</sup></b>		<b>3</b>
ENTP 310	Entrepreneurial Finance	
<b>Business Model Canvas Course: <sup>e</sup></b>		<b>3</b>
ENTP 311	New Venture Creation	
<b>Total Hours</b>		<b>15</b>

- a The Domain course provides the background to the entrepreneurship area for which the product exists. Substitutions allowed with approval by the Program Director.
- b In the Customer Discovery course students learn about demand-side analysis for their product.
- c In the Product Building course students learn how to create the product, choosing a course based on the technical space. Substitutions allowed with approval by the Program Director.
- d In the Entrepreneurial Finance course students explore the financing and financial management of entrepreneurial new ventures.

- e In the Business Model Canvas course students learn how to evaluate opportunities, develop strategies, create a pitch deck, and acquire financing for a new venture. Students develop a pitch deck for a lean startup.